



H I S P A N I C
— B A R —
A S S O C I A T I O N

16th Annual Scholarship Dinner-Dance

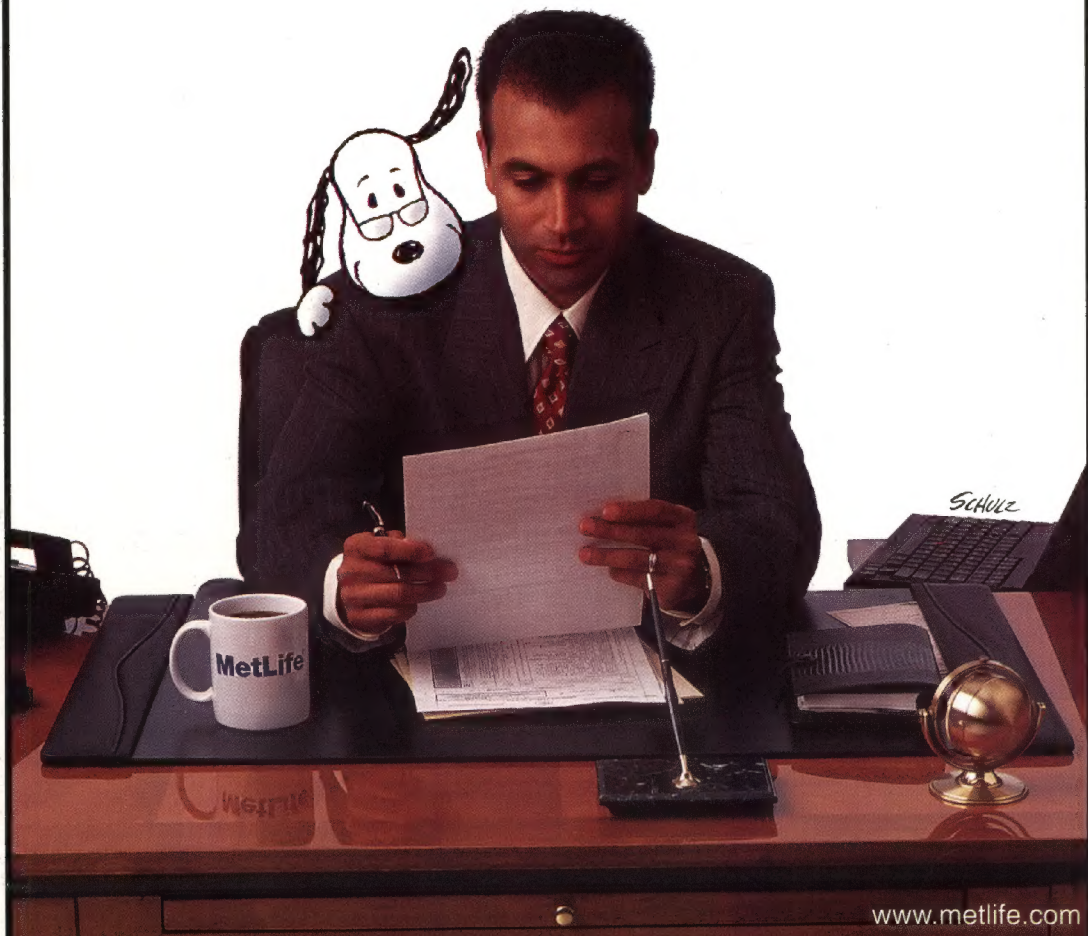
October 26th, 1996

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—PROGRAMME—

WELCOME AND OPENING REMARKS

Martiza Berdote, Esq., Dinner-Dance Chair

SCHOLARSHIP AWARDS

Ramon De La Cruz, Esq.

Ivelisse Torres, Esq.

IMMEDIATE PAST PRESIDENT'S REMARKS

Jose Linares, Esq., HBA President 1995-1996

INDUCTION OF OFFICERS AND TRUSTEES

Honorable Hector Velasquez, J.S.C

Hudson County

PRESIDENT'S REMARKS

Lourdes I. Santiago, Esq., HBA President 1996-1997

FIESTA!

D.J. William Rodriguez



Immediate Past President's Farewell



As my tenure as the New Jersey Hispanic Bar Association President comes to an end, I look back upon the past year, and realize that I was blessed with a hard working, talented and intelligent board which helped me address the many issues that were presented throughout the year. Therefore, to my Board, I extend my heart felt gratitude. You made my job that much easier and enjoyable.

As each year goes by the HBA has grown stronger and its sphere of involvement has continued to evolve. This year we were able to rekindle our involvement with the New Jersey State Bar Association, and, for the first time in a long time we have a member of our association (Rafael Perez) sitting as a Trustee of the New Jersey State Bar. The HBA has also been working closely with Richard Trenk, President of the Essex County Bar as well as many of the other County Bars. Members of our association have also been working in conjunction with the the Essex County Bar in their AIDS Initiative bringing to the forefront within the legal community the many legal issues regarding this abominable disease. This year we're also proud to see extremely qualified hispanic attorneys appointed to the bench. Some of these members include the Hon. Hector Velasquez (Hudson County Superior Court), the Hon. Peter Vazquez (Essex County Superior Court) and the Hon. Arcides Cruz and Hon. Nilda Hernandez appointed to worker's compensation bench. In addition, we have continued to work hard with Governor Whitman's Administration in our goal to have more qualified hispanic women appointed to the Superior Court where there is an inexcusable void of hispanic women judges. We were also proud co-sponsors of the Celebration of Diversity which took place on Martin Luther King Day at the Seton Hall Law School and to have been the host in conjunction with the Seton Hall Law Students Association of a seminar featuring Commissioner Mark Herr of the New Jersey State Division of Consumer Affairs as our guest speaker. There were also many other activities and issues in which the HBA was present and vocal, however to recount them all would require much more space than presently available in this short farewell note. Nevertheless, one thing is clear, there is much more work that needs to be done. Especially as it regards our involvement with the hispanic business community. We must support our new President, Lourdes Santiago and her board in establishing unprecedented ties with our business community so that we can work with them on the issues that affect the latino community generally and the latino business community specifically, and thereby achieve a comprehensive plan for the economic enhancement of the Hispanic Bar, the Hispanic business community and our community at large. Finally we must never shrink our continuing responsibility to be present and vocal on civic and moral issues such as education, immigration and civil rights.

I urge all of you to join Lourdes Santiago and her administration on this effort. It is my sincere belief that we will all benefit from our involvement and we will enhance the reputation of our profession. Your new President, Lourdes Santiago is an energetic and extremely talented woman. However, she will undoubtedly need your help. I am excited about the future of the HBA under her leadership and I am proud of our past.

I thank each and every one of you for your support during this past year. It has been a tremendously rewarding experience and a great personal and professional honor to have served as your President.

- Jose L Linares -



Message from the President



Welcome to our 16th Annual Scholarship Dinner Dance celebration. I thank you for joining us this evening and for your support of the HBA. For those of you who have consistently been with us in years past, a special thank you for your continued support. For those of you who are with us for the first time, a hearty welcome aboard. I look forward to the year ahead as I humbly accept the presidency of this great association. It is with great pride that I assume the challenges of

this position. I hope to serve you well.

We have a very challenging year ahead of us. The national agenda affirms the need for yet a stronger association to address issues affecting our Latino community. The time has come to critically analyze and vigorously advocate the Latino perspective on these issues. Challenges to the existence of affirmative action, language rights, immigrants rights and challenges to basic equal opportunities threaten the very core of our existence. Cuts in free legal services for the indigent will gravely impact our Latino community. These cuts pose a challenge for the HBA and our need to address viable alternatives in state funding sources.

On the programmatic end, I look forward to embarking on projects directly requested by our membership. The time is critical for needed role models for our youth. Attorneys can play a critical role in mentoring youth in our communities, opening doors of opportunity and lending support to institutions already mentoring our youth. Our demographics are rapidly changing and as Latinos become the majority minority, we must as professionals take part in shaping the agenda that will ensure that our youth are adequately prepared to be the very best at what they choose to do. Our nation will depend on our youth to provide the needed services, we in turn must demand that our nation invests the needed resources to make them the very best.

The numbers of Latino attorneys in the State of New Jersey has grown steadily since the foundation of our association in 1980. The HBA must continue to adequately address the needs of our members. Our outreach and recruitment efforts will extend to our approximately 600 Latino attorneys in the state. Plans are under way to develop a successful referral system within and beyond our association. Developing a working agenda with our business community and forging ahead with mutual economic development strategies are key issues for the coming year.

Likewise, we are committed to continually seek diversity on the Bench by seeking to increase the number of Latino Judges as well to increase the number of Latino representatives on key state and local governing boards whose decisions gravely impact our communities. As we confront agendas of diversity, Latino attorneys must play an active role in defining the issues, for as professionals we are in the best position to articulate not only the problem, but to also offer concrete and viable solutions.

I look forward to working with my friends on the Board of Trustees. I have been offered and have received a lot of support and they have exemplified that support during the planning stages of this activity. If their commitment for the rest of the years mirrors the support and commitment thus far, I trust that we will have a successful year.

On the national arena, I look forward to our joint work with the Regional President of the Hispanic Bar Association, Grisele Camacho-Pagan and Ileana Montes, Regional President of the Student Division of the HNBA. Of key importance, is our commitment to continue pressing for the appointment of a Latino to the Supreme Court of the United States.

I look forward to networking with all of you during this coming year. I appreciate your ongoing support. I particularly appreciate the support of my fellow trustees from the Hudson County Community College, family and friends for joining me here this evening.

- Lourdes I. Santiago -





Greetings from the HNBA Regional President

On behalf of the HNBA National President, Hugo Chaviano and myself, I congratulate the Hispanic Bar Association of New Jersey on its 16th Annual Scholarship Dinner Dance and its continuing work in awarding scholarships to latino law students in New Jersey.

As the NJ regional president for the HNBA I look forward to working with your new president, Lourdes Santiago and the Board of Directors on national issues of concern to latino attorneys. The HNBA has made one of its goals the appointment of a Hispanic American to the United States Supreme Court. It has prepared and sent to the White House a short list of potential hispanic nominees. During the coming year the New Jersey HNBA region will become actively involved in seeking the endorsement of NJ hispanic leaders and organizations for the nomination of a hispanic to the next Supreme Court vacancy. To get the commitment of hispanic leaders and the community at large it is important that they understand how the decisions of the Supreme Court impact on their lives and on the future of our community. We as attorneys are the ones to educate our community about the great power which our system of government has entrusted in the judiciary and in particular in the Supreme Court. I will be asking all HBA members to become a part of this process of educating our community.

We also plan to have some substantive educational seminars jointly with the HBA and to meet with our new Senator to discuss federal judicial appointments and other issues of concern to us. I will be contacting every hispanic attorney to seek your participation and membership in the HNBA.

Grissele Camacho-Pagan



**GREETINGS FROM THE REGION II PRESIDENT
OF THE HISPANIC NATIONAL BAR ASSOCIATION, LAW STUDENT DIVISION**

It is with great pleasure that I introduce myself to the Latino community of New Jersey. First I'd like to tell you a bit about my background. I was born and raised in Bogota, Colombia. In 1988, I had the great opportunity to come to the United States to learn English and to pursue my education. It was then, very early upon my arrival, that I realized the importance of having committed people represent and support the Latino community. It was for that reason that I was and continue to be involved with organizations that address the many concerns of our Latino community. During my undergraduate career at East Stroudsburg University of Pennsylvania, I served as the President of the International Students Organization, Vice-President of the Latin American Students Association and as Chairperson of the Many Faces of Diversity Committee.

Presently, I'm a third year law student at Seton Hall University School of Law. Throughout my three years of law school, I have been committed to the Latin American Law Student's Association (LALSA). I was the Student Bar Association Representative during my first year, Vice-President during my second year, and now, during my third year, I am fortunate to be serving as President of our chapter. The Latin American Law student's Association was first established in 1972 to facilitate the adjustment and integration of Hispanic Students into the law school community. One of the organization's principal roles has been to identify the academic, financial and social need of Latino law students. In order to achieve this end, LALSA has established programs of an educational, informational and social nature, which have encouraged understanding and appreciation of the Hispanic culture.

Some of the most important events that LALSA will host during my term as president include an exhibition of Latin Art, a panel discussion on Immigration issues, a reception for Hispanic attorneys and students for the benefit of networking, a Christmas party for Latino Children residing in Newark, and the annual LALSA Dinner Dance aimed to award

scholarships to active members who have financial need and who meet the academic requirements. In addition, LALSA plans to establish a Junior and/or High School mentor program whereby Minority students will be invited to Seton Hall Law School and will be encouraged by our students and faculty members to pursue a higher education.

Being president of LALSA, also gave me the great opportunity to be nominated as the Student Liaison between the law schools of New Jersey and the New Jersey Hispanic Bar Association (HBA). As Student Liaison I have the responsibility to communicate to attorneys the students' concerns and vice versa. I have also helped to organize events such as the HBA Summer Brunch Cruise which was held on July 28, 1996 and which was a great success. Throughout the remainder of my term, I will continue to inform the students about the HBA's history, its goals, its assistance to the students, including its annual scholarships, and the valuable impact that the Association can have on law students. I would also like to establish a greater alliance between the Latino attorneys and the law students, increase the HBA membership, and bring its community participation to a higher level of recognition by the American Bar Association thereby making us a prominent force in the legal community.

On the national level, the Hispanic legal profession is represented by the Hispanic National Bar Association (HNBA) which was founded in California in 1972 as the La Raza National Lawyers Association. Today, we are an incorporated, nonprofit, national association of Hispanic attorneys, judges, law professors, and law students committed to promoting the goals and objectives of the Association. The HNBA has played a significant role in our community by increasing representation of Hispanics in all areas of our legal profession. We have been the voice for Hispanics for over two decades and will continue to be an integral part of the legal profession for many decades to come. During the HNBA's 21st annual convention which took place in Miami,



Ileana J. Montes

Fl. from October 3 through October 6, 1996, I was elected the Region II President of the Hispanic National Bar Association, Law Student Division. The region encompasses the states of New Jersey, Delaware, Maryland, Pennsylvania, Virginia, West Virginia and Washington, D.C. As recently elected President, I will strive to fulfill my duties with honor and dedication. I will encourage all law students within the region to become active members of the HNBA towards the goal of making the HNBA one of the most powerful organizations in this country. I will work closely with Hugo Chaviano, National President, and with Esduardo V. Rodriguez, National President of the Law Student Division, to promote their vision and add my commitment to make the HNBA as active and prominent as possible.

I like to take this opportunity to thank first and foremost my husband Peter and my family, the LALSA executive board members, the HBA board of directors, everyone at Linares & Coviello, and my friends at law school for their unwavering support which has allowed me to continue pursuing my dream to make a positive difference in our community and the lives of our fellow colleagues.

About Our Scholarship Donors

Linares & Coviello, Esqs.

The Linares & Coviello law firm specializes in personal injury litigation and is also involved in the litigation of a substantial number of different types of insurance matters from both the plaintiff and defense side. The firm is located in Bloomfield (Essex County) and represents a large volume of Hispanic and minority clientele. The legal team at Linares and Coviello is comprised of four attorneys, two paralegals and a secretarial staff which is completely bilingual and completely computerized and equipped to handle a large civil litigation practice. Both Jose L. Linares and his partner, Anthony L. Coviello have extensive litigation experience in the personal injury field. Jose L. Linares is a graduate of Temple University Law School and Anthony L. Coviello is a graduate of Seton Hall Law School.

Korona, Beides, Eaton, Mark & Santiago, P.A.

Korona, Beides, Eaton, Mark & Santiago, P.A. delivers a broad range of legal services enabling it to address the increasingly complex needs of its clients in today's world. The firm works on the convictions that a solid understanding of a client's concerns is the most essential element in successful representation. Attorneys keep the client's bottom line in mind as they craft a strategy calculated to obtain the desired results in the most cost effective manner. Because of the value the firm's attorneys place on the relationship with each client, even a client's smallest concerns receive the same focused attention as the most challenging and demanding cases. As a result, many individuals and companies that originally came for advice on small matters have returned for many other legal services over the years.

Located in a modern office building at the waterfront in Jersey City, the firm has immediate access to an array of courts and agencies both in northern and southern New Jersey as well as New York City. It is likewise convenient to clients by car, bus and PATH train and is wheelchair accessible.

Leven & Rios Counselors at Law

The Law Firm of Leven & Rios was established in 1988, for the general practice of law, with emphasis on personal injury, worker's compensation and real estate. In addition to their Jersey City office, they also have an office in Union City, New Jersey. Both Lawrence A. Leven, Esq. and George Rios, Esq., as well as their Associate attorney William Gonzalez, Esq. are graduates of Seton Hall University, School of Law. The Law Firm of Leven & Rios has been a consistent past contributor of a scholarship to the HBA of New Jersey.

About Our 1995-1996 Board of Trustees



Lourdes I. Santiago

Lourdes Santiago will serve as President of the Hispanic Bar Association for 1996-1997. She was president-elect 1995-1996, vice president and dinner dance chair 1994-1995. Currently a partner at the law firm of Korona, Beides, Eaton, Mark & Santiago, P.A., Ms. Santiago has specialized in the area of Immigration Law & Procedure. Born in Aibonito, Puerto Rico, Ms. Santiago serves on numerous boards and commissions in local and state government. She is a member of the Board of Trustees of the Hudson County Community College; the New Jersey Higher Education Assistance Authority; Supreme Court State Task Force on Minority Concerns; the newly formed Workforce Investment Board of Hudson County; and has served for many years on the Supreme Court Fee Arbitration Committee as well as on numerous other boards and commissions in the local and state government. On the national level, she represents New Jersey on the National Network Immigrants & Refugee Rights. Well versed on advocacy issues on immigrants rights, Ms. Santiago also advocates publicly on issues of race relations and diversity.



Marco Gonzalez

After a successful enlistment in the United States Marine Corps, Marco completed his undergraduate studies in Economics at Hunter College in New York City, before heading over the Hunter College in New York City, before heading over the Hudson to study law at Rutgers-Newark. Having completed his legal education in 1991, Marco joined the Morristown firm of Pitney, Hardin, Kipp & Szuch as litigator. Since then the former Platoon Sergeant has not only been active in the HBA, but also has served as Vice-Chair of the Essex County Bar Association's Membership Committee, and was recently appointed to the distinguished Judicial Administration Committee of the N.J. State Bar Association. Marco's goals in life include being an earnest advocate, a good citizen and always getting home in time for dinner.



Ramon De La Cruz

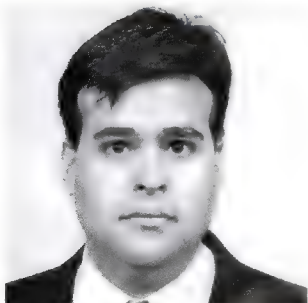
Ramon De La Cruz, the elected H.B.A. Vice President this year, has been an Assistant Prosecutor in the Hudson County Prosecutor's office for the last five years. Mr. De La Cruz is the youngest of three siblings in his family. The other two, Stella and Regino Jr., are partners in the firm of De La Cruz & De La Cruz located in West New York and Ridgefield, N.J.

Ramon De La Cruz has been a longstanding supporter and active member of the H.B.A. He has served prior administrations in the capacities of Trustee at Large and Secretary. Additionally, for the last three years Mr. De La Cruz has served as Chairperson of the Scholarship Committee and Editor of *ABOGADO*, the official newsletter of the H.B.A.



Maritza Berdote

This is Maritza Berdote's second term as Hispanic Bar Association Treasurer. Ms Berdote, born in Oriente, Cuba, grew up in West New York, New Jersey. She received her Bachelor's Degree in English/Political Science from Rutgers – The State University and her Juris Doctorate from Rutgers School of Law in Newark. Ms Berdote joined the department of Pitney Hardin Kipp & Szuch in Morristown in 1992, where she practices commercial litigation in various areas including products liability, asbestos litigation, casino litigation, worker's compensation and personal injury. Ms. Berdote is also the project coordinator for the New Jersey Battered Women's Shelter Legal Advocacy Program, a **pro bono** program which assists victims of domestic violence in obtaining restraining orders against their abusers.



Abdel Kanan

Abdel Kanan is the secretary for the Hispanic Bar Association. Works with the Division of Law & Public Safety as a Deputy Attorney General. His father is Palestinian and mother is Puerto Rican. A resident of West New York, New Jersey his entire life.

He received his Juris Doctor degree in 1992 from Rutgers Law School in Newark, NJ. While in Law School he interned for Chief Judge Anne E. Thompson of the United States District Court. In the Summer of 1990 he was employed as a law clerk with the United States Attorney's Office in Newark, NJ. In the summer of 1991 he was employed with the Seattle City Attorney's Office. After law school in 1992 he accepted a one year Law Clerk position with the Honorable Travis L. Francis in Middlesex County Superior Court. Presently he holds a position with the Division of Law & Public Safety as a Deputy Attorney General. Assigned to the Federal Rights Litigation & Corrections Section his job involves acting as a Defense Attorney representing various New Jersey state agencies, predominately the New Jersey Department of Corrections the State Parole Board, and its state-employee.

Lilia A. Munoz

Lilia A. Muñoz is trustee in Region I. A 1984 graduate of Rutgers Law School-Newark. She has been in private practice in West New York, New Jersey since 1990. Prior to that she was a Partner in the firm of Menedez and Muñoz, P.A. in Union City, New Jersey. She is the West New York prosecutor for Alcoholic Beverage Control Board and a bank review attorney for Banco Popular. Lilia is presently the treasurer for the Hudson County Bar Association and a Trustee for Hudson County Legal Services Corporation. She has been a member of the board of Bar Examiners Character Committee since 1994 and the Supreme Court Committee for the Unauthorized Practice of Law since 1991. She also serves the Hudson County Advisory Committee on Minority Concerns. She has been a member of the Hispanic Association since 1985 and a Trustee since 1994. Lilia is happily married to Robert Muñoz, and have two beautiful children, Lilia Cristina, age seven and Roberto, age four.

Joseph H. Cerame

Joseph H. Cerame is the New Jersey Hispanic Bar Association Trustee for Region 3 (Bergen, Passaic, Morris, Sussex and Warren Counties). Admitted to New York bar in 1968; admitted to New Jersey Bar in 1969; admitted to practice before the United States Supreme Court, the Third Circuit Court of Appeals, United States District Court (NJ, SDNY and EDNY) and Tax Court of the United States.

Formerly certified as a Trial Attorney by the New Jersey Supreme Court Board of Trial Attorney Certification. Member of many professional associations.

Antonio L. Cruz

Mr. Cruz was born in San Sebastian, Puerto Rico in 1955. He was raised in Perth Amboy, NJ. In 1975 he graduated Perth Amboy High School with honors. He began his college education at Rutgers University and received a Bachelor of Arts in 1979. thereafter he entered NorthEastern University School of Law in Boston, Mass. where he earned his Juris Doctorate in 1982.

He is member of the New Jersey Hispanic Bar Association and has served as a member of the Board of Trustees for the past 5 years. Mr Cruz has a broad range of professional experiences ranging from 15 years in the practice of Law in the state of New Jersey.

He is presently the Senior Attorney of the Law Offices of Antonio L. Cruz, located in Perth Amboy, NJ. He has served as General Counsel to the Perth Amboy of Education. He is also certified to represent the Federal Deposit Insurance Corporation and has served as counsel to a local bank in residential and commercial closings.

His hobbies include traveling, skiing, and spending time with his family in the Poconos of Pennsylvania. Mr Cruz is married to the former Zaida Rivera, has three children, Antonio Manual (8 years old), Juan Carlos (5 years old) and Roberto Eduardo (2 years old) and have been residents of Middlesex County for the past ten years.

Ivelisse Torres

Ivelisse Torres is the New Jersey Hispanic Bar Association Trustee for Region 5, (Oceania, Mercer and Burlington Counties). She is the Deputy Public Defender in charge of the Ocean County New Jersey Public Defenders Office and has been practicing criminal law since 1979. She is a 1977 graduate of the Rutgers University School of Law Newark, and an active member of both past and present judicial bar and community committees and organizations.

Isabel C. Balboa

Isabel C.. Balboa practices with Brown & Connery and specializes in commercial litigation and bankruptcy. Ms. Balboa was born in Cuba. She is admitted to practice in New Jersey and Pennsylvania. She holds a BA/MBA from Barry University and JD from Rutgers University.

She is a member of the Bankruptcy Court Lawyers' Advisory Committee and certified as a mediator for the Court.

Juan J. Gonzalez,

Juan J. Gonzalez, Esq., a/k/a "Juango", was born and raised in Camden, New Jersey. His parents Don Juan J. Gonzalez, Sr.(deceased) and Doña Ramona M. Gonzalez, are from Mayaguez, Puerto Rico. They relocated to Camden in 1944 so that his father could work in the factories of the Campbell Soup Company.

Juan obtained a Bachelor of Arts Degree in Criminal Justice from Seton Hall University in 1984. He graduated from Rutgers University School of Law at Camden in 1987. Currently, he is an Assistant City Attorney for the City of Camden. In addition to the practice of Law, he has served as President of San Juan Bautista Parade Committee (1994-96), and as a board member with the Latin American Economic Development Association (LAEDA), Camden Community Credit Union(CCCU) and Puerto Rican Unity for Progress, Inc.(PRUP).

Luis Salazar

Mr. Salazar graduated **magna cum laude** from Drew University in 1989, and was awarded membership in **Phi Beta Kappa**. He attended Columbia University School of Law, where he was the Executive Director of the Jerome Michaels Jury Trial Program. He received a Juris Doctorate in 1992, and served as Appellate Clerk for Hon. Sylvia B. Pressler, Presiding Judge of the New Jersey Appellate Court, during the 1992-1993 Court Term. He is presently as associate with the law firm of Cole, Schotz, Meisel, Forman & Leonard, P.A., and practices in the areas of Commercial Litigation and Insolvency.

In 1990, Mr. Salazar was elected to a three year term as Councilman for the Borough of Leonia, New Jersey. In 1995, Mr. Salazar was named "Professional of the Year" by the Bergen County Hispanic-American Chamber of Commerce. He is President of the Hispanic Business and Professional Society of New Jersey, and a former Secretary of the HBA of New Jersey. Mr. Salazar serves on the editorial board of the *New Jersey Lawyer* magazine.

About our Scholarship Recipients

Victor Afonador

Victor Afonador is a second year student in Seton Hall Law School possessing boundless potential in the legal and political fields. Victor has thus far demonstrated an excellent academic record and is the current treasurer of the Latin American Student Association. Victor has worked as a summer paralegal for Riker, Danzig, Scherer, Hyland & Perretti, in Morristown and was a volunteer legal intern with the American Friends Service Committee in Newark. This organization helps political asylum candidates gain residency status or avoid deportation to countries that have tortured and abused them. Additionally, Victor has contributed theatrically to the community through the N.J. Playwrights Theatre and the African Globe Theatre, which perform play readings for students in Newark. One of Victor's goal in life is to serve and work hard for the community as a high ranking, elected government official. A former teacher of Victor, Drew University President and former Governor of N.J., Thomas H. Kean, Has encouraged and supported Victor in achieving his goals.

Richard Garza

Richard Garza is a third year student in Seton Hall Law School with a bright future. Richard is a well-rounded individual who comes from a family with a strong background in community involvement. Richard, who grew up in Texas, has served as Parade Lineup Chairperson for the Annual Cinco de Mayo Parade, which was established and coordinated by his father. This year the parade attracted 50,000 in attendance. Additionally, Richard was recognized for an educational community program on AIDS and its effects on the Hispanic community. Currently, Richard works part-time in New York for a major recording company. Richard also volunteers for the Hudson County Protective Services for the Elderly and is deeply committed to helping foster children have the best home environment possible by volunteering with the Hudson County Group Home Development Project. Victor is Helping this organization attain its goal of establishing a teen center in N.J. Presently, due to a lack of a home state facility foster children in N.J. are sent to Pennsylvania.

Giselle Hernandez

Giselle Hernandez is a highly motivated and talented third year student from Rutgers Law School in Newark. Inspired by her immigrant parents' struggle to succeed in the United States, Giselle has helped others succeed in dealing with the rigors of school life. Giselle has been involved extensively with the association of Latin American Students and the Public Interest Law Foundation. Her recent experience as an intern in the Civil Rights Section of the Attorney General Office has influenced her to pursue a career in Criminal defense work.

1996-1997

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* A special thank you to Beatrice Valera-Schutz, Esq., for her services and contribution to the HBA.

1995-1996

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Morris, Sussex and Warren Counties

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- International Who's Who in Medicine - 1987
- Registered Independent Medical Examiner I.A.C.O.H.C.
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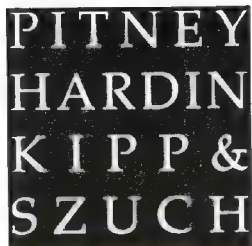
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'Refurbished' Furnishings Give Small Firms Big Business Style

By Cindy L. Morgan-Olson

The downsizing of corporate America brought many changes to our culture. While this downsizing dumped thousands of workers into the marketplace, it also made homeless thousands of pieces of perfectly solid, high-end office furniture. From orphaned credenzas to homeless partitions, we soon heard the boom of another business as it roared throughout mini-corporate America: that of the resale of "refurbished" furniture. This important business trend did more than match up anxious, style-oriented executives to a great-looking chair and a place to stack order books or a new computer. It quickly brought the price and availability of designer furniture to within reach of the many smaller, start-ups businesses that began to emerge, often saddled with previously-honed corporate tastes but mindful of their much-pared budgets.

Newark-based Atlas Desk has provided more than just desks to area businesses for over 30 years, and has certainly had the best seat in the house when it came to viewing corporate furniture buying patterns. Commented a hectic Mark Parra of Atlas Desk from his car cell phone between business calls, the demand for commercial grade, refurbished products has soared and kept him on the go.

"Savvy business owners are learning that 'refurbished' furniture is great-looking — not just broken, damaged rejects tossed out by previous owners," he told *Soho Journal*. "Refurbished furniture also comes in a wide variety of choices, with many of the most sophisticated, high-end companies in the furniture business readily available to our customers."

According to the team at Atlas, a good shopper can save 60 to 70 per cent over such well-regarded manufacturers as Steel Case, Herman Miller, Baker, Kittinger, Kimball, Knoll, Hayworth and others. Another benefit? Furniture hunters working with Atlas can have upholstery recovered in their own choice

of fabrics, and can be confident that any wood or metal surfaces will be redone by Atlas' expert team of refinishers. Delivery of many basic pieces can also be faster than if it were ordered "new" since it is already in-stock locally. "We have 55,000 square feet of facilities, and two warehouses," pointed out the furniture expert. "Which means a shopper can mix and match to his or her content, even combin-

ing manufacturer's products that would typically never be seen sold together at a 'new' furniture retailer because of exclusivity agreements."

But Atlas goes further than simply warehousing football

fields full of fine furniture. Service-oriented since its inception, the company's employees work hard to educate customers, making suggestions that hopefully direct the customer to more appropriate purchase choices, with tips on size, scale and dependability part of the dialog. "We aren't just a cold warehouse of office furniture," he explained.

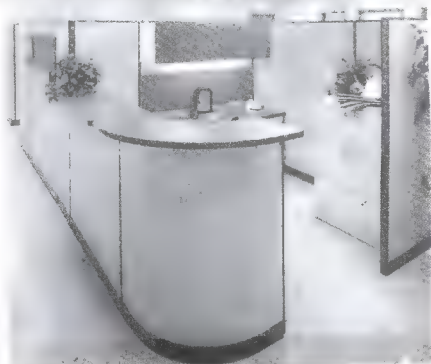
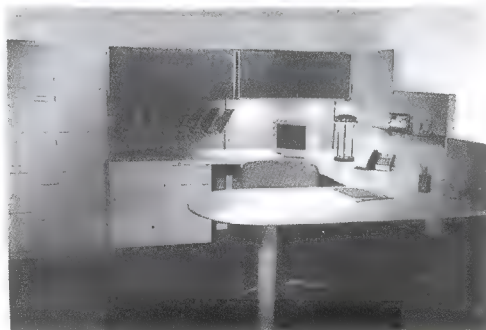
"Office furniture has to last a very long time, and since it usually takes more abuse than furniture you buy for your own home, we know we must guide each customer carefully. We might recommend a bank of SteelCase filing cabinets for a specific business owner, yet steer him toward our Herman Miller chairs. Both manufacturers produce both products, but there are features and benefits to each line that make these

purchases considered. The typical small business executive may have had little experience picking out furniture before, and we want his or her experience to be less intimidating."

Over the years, Atlas has seen his customer base grow from mom-and-pop type businesses, to more small and mid-sized firms. "Today's economy has made businesses of all sizes cost-conscious, and the refurbished business has grown accordingly."

Today's most-in-demand office furnishings? The computer work station, without a doubt, he said.

So whether you need a few workstations or fifty, check out the offerings at 50 Lafayette Street in Newark's business district. Even if you aren't sure just how you want to design and furnish your new offices, you'll be soon have more ideas than imaginable when you check out Atlas's ever-changing influx of products. Adopt a piece of abandoned, homeless case goods and bring a piece of big business to your own burgeoning enterprise today — maybe it will bring you good luck! **SP**



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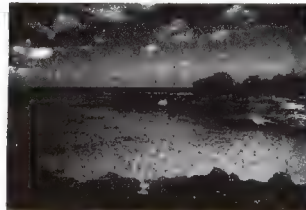
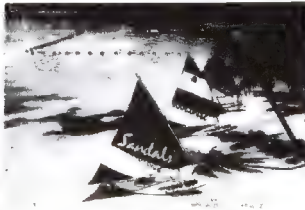
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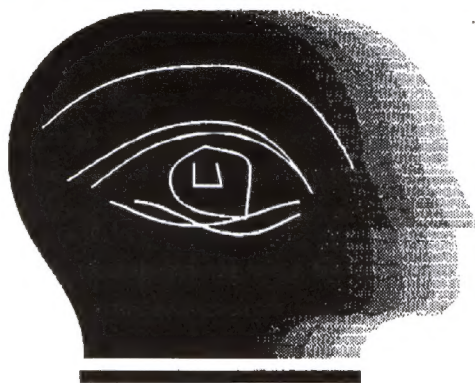
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